



Money Matters Program: 7th Grade

Hey Pop, who's your daddy?

Lead Author: Elizabeth Crouch- ECROUCH@kcs.kana.k12.wv.us

Title	Money Matters Program: 7th Grade
Suggested Quarter	Any
Content Standards and Objectives	<p>Objectives and Objective I.D.</p> <p>ELA.7.W.C9.2 Write informative/explanatory texts to examine a topic and convey ideas, concepts and information through the selection organization and analysis of relevant content. Introduce a topic clearly, previewing what is to follow; organize ideas, concepts and information, using strategies such as definition, classification, comparison/contrast and cause/effect; include formatting (e.g., headings), graphics (e.g., charts, tables) and multimedia when useful to aiding comprehension. Develop the topic with relevant facts, definitions, concrete details, quotations or other information and examples. Use appropriate transitions to create cohesion and clarify the relationships among ideas and concepts. Use precise language and domain-specific vocabulary to inform about or explain the topic. Establish and maintain a formal style. Provide a concluding statement or section that follows from and supports the information or explanation presented.</p> <p>ELA.7.W.C11.2 Gather relevant information from multiple print and digital sources, using search terms effectively; assess the credibility and accuracy of each source; and quote or paraphrase the data and conclusions of others while avoiding plagiarism and following a standard format for citation. (CCSS W.7.8)</p> <p>M.7.NS.3 Solve real-world and mathematical problems involving the four operations with rational numbers. (Computations with rational numbers extend the rules for manipulating fractions to complex fractions.)</p> <p>M.7.EE.3 Solve multi-step real-life and mathematical problems posed with positive and negative rational numbers in any form (whole numbers, fractions, and decimals), using tools strategically. Apply properties of operations to calculate with numbers in any form; convert between forms as appropriate; and assess the reasonableness of answers using mental computation and estimation strategies.</p> <p>SS.7.E.1 Summarize and give examples of basic economic terms (e.g., barter, supply, demand, trade, interdependence, currency and scarcity).</p> <p>SS.6-8.L.16 Conduct short research projects to answer a question (including a self-generated question), drawing on several sources and generating additional related, focused questions that allow for multiple avenues of exploration.</p> <p>SS.6-8.L.17 Gather relevant information from multiple print and digital sources, using</p>

	<p>search terms effectively; assess the credibility and accuracy of each source; and quote or paraphrase the data and conclusions of others while avoiding plagiarism and following a standard format for citation.</p> <p>SS.6-8.L.18 Draw evidence from informational texts to support analysis reflection, and research.</p>
--	--

21st Century Skills	Learning Skills & Technology Tools	Teaching Strategies Culminating Activity	Evidence of Success
Information and Communication Skills:	Students work together to negotiate value and cost and to determine the price of the product.	Students will participate in an Auction Market.	Students successfully formed teams in order to invest their mutual funds into a product.
Thinking and Reasoning Skills:	21C.O.5-8.2.LS1 - Student engages in a critical thinking process that supports synthesis and conducts evaluations by applying comprehensive criteria.	The teacher will observe or assist the class participating in finance simulations, cooperative learning groups working to investigate alternatives and consequences of various budgeting decisions.	The students will participate as a class in a stock market simulation, individually explore the terminology used in a stock listing
Personal and Workplace Skills:	21C.O.5-8.3.LS2 - Student is flexible in approach to solving problems and completing tasks, considers alternative methods, solutions and perspectives, abandons strategies that do not work, and reallocates time and resources as priorities change.	Teacher will monitor groups to ensure that they are considerate of others' thoughts, feelings, and ideas regarding the exploration of information.	Students show consideration and concern for the other students in their group with reference to their ideas.

Performance Objectives (Know/Do)	<p>Know:</p> <ol style="list-style-type: none"> 1. Addition, subtraction, multiplication and division of fractions, decimals and percentages and convert between each. 2. Communication skills – oral and written 3. Difference between needs and wants. 4. Relationship between a budget and savings goals. 5. Pricing and competition. <p>Do:</p> <ol style="list-style-type: none"> 1. Analyze data and draw conclusions. 2. Examine spending habits. 3. Research competitors for price / product information
---	--

Enduring Understandings	<ol style="list-style-type: none"> 1. Saving money makes money. 2. Money can be managed wisely by budgeting for needs, wants, and long/short term savings goals. 3. Consumers may be provided with many choices which offer a variety of alternatives and consequences. 4. Learning how to manage money is an important life skill for people of all ages. 5. There are alternatives to name-brand products that are just as effective and often less expensive.
Essential Questions	<ol style="list-style-type: none"> 1. What is the relationship among fractions, decimals and percentages as they relate to personal finance? 2. How does saving money generate more money? 3. Why is making a budget a key component to successful finance? 4. How do the measures of central tendency (mean, median, mode and range) reflect trends in data? 5. How does supply and demand affect your financial decisions?
Learning Plan & Notes to Instructor	<p>The State Auditor serves as the Commissioner of Securities in West Virginia. The State Auditor's Office, Securities Division registers broker/dealers, investment advisers, and the investment firms doing business in West Virginia. The Securities Division also enforces state securities law, and offers investor education programming in an effort to thwart investment fraud. Money Matters was developed to bring the basic principles of investor education to the classroom, and has been presented to over 38,000 students since its inception in 2000. The worksheets and activities included here are designed to prepare students for the Money Matters program. The three main points covered in the Money Matters Program are:</p> <ol style="list-style-type: none"> 1. Pay yourself first: This first point is about telling the students how important it is to begin saving their money. Seventh graders are too young to have jobs, but most get an allowance or are paid for doing odd jobs such as babysitting or mowing the grass. We encourage the students to set long term goals and save at least 10% of their income for those goals. 2. Investigate before you invest: The second point is about spending your money wisely. As seventh graders investing in the stock market is probably not top priority, but everyone can learn how to make their money count. When shopping for products or services, it is important that students realize that knowing a company is as important as knowing a brand. Companies do not compete against their own brands. They want to compete against other companies' brands. Make sure to request the soft drinks "corporation game" when scheduling Money Matters. 3. If it sounds too good to be true, it probably is: This is the final point in the Money Matters Program. Kids today are tempted with many free offers online. There are numerous <i>*click here for a free gift*</i> boxes that pop up every time students log onto their computers. Not only can these cause viruses on the computer, but they are most likely not legit offers for free stuff. This point teaches kids to always read the fine print. You aren't going to get something for nothing.

Academic Prompts	<p>Personal Finance Vocabulary (25pts.) Students will be given a worksheet that lists six personal finance vocabulary words and their definitions. They are instructed to match the word with the correct definition.</p> <p>Does Packaging Affect Price? (25pts.) Students will be asked to find three different sizes of their favorite soft drink (cans, bottles, etc...) and compare the price per ounce and the price per serving of these packages.</p> <p>Brands and Parent Companies (25pts.) On this worksheet students will research their favorite brand of soft drink and find out who its parent company is. They will find out the stock symbol for their parent company, and who its biggest competitors are.</p>
Culminating Assessment or Product	<ul style="list-style-type: none"> Students will participate in the Money Matters Program presented by the State Auditor's Office (25pts.)
Links and Other Resources	<p>The websites below are listed to help answer any questions you might have about personal finance or can be used to further research the topics discussed throughout the lesson plan. Included are multiple stock market websites and the website for the WV State Auditor.</p> <p> http://www.wvsao.gov/ (investor education material found in Securities) http://www.nasaa.org/investor-education/ http://www.investorprotection.org http://www.sec.gov/investor/tools/quiz.htm http://www.mymoney.gov (federal agencies' financial literacy outreach) http://finance.yahoo.com/ http://www.marketwatch.com/game/wv-fbla-pbl-league (WV FBLA) http://www.marketwatch.com/game (free stock market simulator) http://www.investopedia.com/simulator/ (free stock market simulator) http://www.smartstocks.com/ (stock market simulator) http://www.smgww.org (stock market simulator) https://nyse.nyx.com/ http://www.jumpstart.org/ (clearinghouse) http://www.moneyasyoulearn.org/ http://www.finra.org/Investors/index.htm http://www.americasaves.org/ </p>

Acknowledgements: **West Virginia State Auditor Glen B. Gainer III**, James Rutledge - James.Rutledge@wvsao.gov, Justin Southern - Justin.Southern@wvsao.gov

Includes Material From:
Financial G.O.A.L.S. - Semi Pro
Mary Ann Gaston
Lynette Swiger
Trina Runner

Look Who's Talking, Too!
Mary Ann Gaston

Name _____

Brands and Parent Companies

Answer the following questions about your favorite soft drink. **(25pts.)**

1. What is your favorite brand of bottled drink? (Coke, Mountain Dew, A&W, Lipton Tea, Gatorade)

2. Who is their parent company?

3. What other brands does that parent company produce?

4. What is the stock symbol of the parent company?

5. List the companies that are competitors with your parent company

-
-
-

6. List the similar brands offered by the competing parent company

-
-
-

Brands and Parent Companies Rubric

Categories	6pts.	4-5pts.	2-3pts.	1pts.
Support	Most major points are supported with specific detail	Some points supported by specific detail	Most points supported by general statements	There is an attempt at supporting statements
Use of Resources	The student easily locates soft drink brands and their parent companies.	The student is able to locate soft drink brands and their parent companies independently.	The student has some difficulty locating and using the soft drink brands and their parent companies.	The student requires frequent assistance in finding soft drink brands and their parent companies.
Format	Follows accepted standard formatting guidelines and is the requested length	Follows most of the accepted formatting guidelines and is the requested length	Does not follow accepted standard formatting guidelines and is over or under the requested length	Does not follow accepted standard formatting guidelines and is significantly over or under the requested length
Spelling and Grammar	Grammar and spelling are correct.	There are few errors in grammar and/or spelling.	There are some errors in grammar and/or spelling.	There are many errors in grammar and/or spelling.

Name _____

Does Packaging Affect Price?

Pick your favorite soft drink and find the price per ounce and the price per serving of three different sized packages of the same product (2 liter bottle, box of twelve cans, pack of 6 bottles, etc...) **(25pts.)**

1. What size package is the cheapest per ounce?

Show your work:

2. What size package is the cheapest per serving?

Show your work:

3. Why do you think companies sell the same product at different prices?

Name: _____

Personal Finance Vocabulary Worksheet

Listed below are a set of six personal finance vocabulary words and their definitions. Match the word with the definition that you believe to be correct. **(25pts.)**

1. ____ Coupon

4. ____ Dividend

2. ____ Budget

5. ____ Stock Market

3. ____ Stock

6. ____ Parent Company

- A. The total amount of money allocated for a specific purpose during a specified period
- B. A corporation or other business enterprise that owns controlling interests in one or more subsidiary companies
- C. A certificate, ticket, label, or advertisement entitling the holder to something, as a gift or discount
- D. A sum of money paid to shareholders of a corporation out of earnings
- E. An investment that represents shares of ownership in a company
- F. The market in which sellers of stock trade shares with buyers of stock